

MANUFACTURING EXTENSION PARTNERSHIP

Success Stories from the Field

Bi-State Rubber Inc

Missouri Enterprise

Bi-State Rubber Expands Their Product Line

Client Profile:

Bi-State Rubber, Inc., was founded in 1970, focusing on the sale of industrial rubber products and the servicing of conveyor belt systems. To address the changing needs of their customers, Bi-State Rubber began constructing custom type rubber belting. Today, the fabrication and servicing of conveyor belting has become their primary focus, while they are continually developing new products to offer their customers. Bi-State Rubbers' commitment to excellence has been handed down from family member to family member, with a second generation now managing the company. Bi-State Rubber employs 21 people and is located in Fenton, Missouri.

Situation:

Bi-State Rubber, Inc., was interested in partnering with an overseas firm to add a new product line, which would be manufactured in Bi-States' Fenton, Missouri, facility. The equipment required for this product was substantial, and the available space in the plant was at a premium. The possibility of the partnership was dependent on being able to accommodate the machinery, raw materials and finished goods. Bi-State Rubber contacted Missouri Enterprise, a NIST MEP network affiliate, for help in performing an analysis of their facility.

Solution:

Missouri Enterprise physically examined the building, measuring the new and existing equipment and the space requirements for all. These measurements were used to develop a layout, which showed the impact that the new line would have on the plant. Various options were presented, and a new design was finalized that would allow for minor impact to the existing operations while allowing the addition of the new product line.

Results:

- * Achieved a more competitive and profitable position.
- * Invested in capital for equipment and plant rearrangement costs.
- * Finalized partnership with overseas firm to add new product line.
- * Created new jobs.
- * Provided for better job security.

Testimonial:

"Bi-State Rubber has utilized Missouri Enterprise services on several occasions beginning in 1996 with an OSHA requirements project. They have been a great resource for us, and we are comfortable recommending them to other companies. Missouri Enterprise is a reliable source to small and medium companies, and we will continue to use their services whenever the need arises."

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William Franke, Vice President